1st dealer-bound Continental AUTOMOTIVE NEWS JOE WILSSENS

Ford Motor Co. Vice Chairman Harold Poling and a group of veteran employees guide a 1988 Lincoln Continental off the assembly line at the company's Wixom, Mich., plant. Poling appeared at ceremonies last week marking production of the first car for a Lincoln-Mercury dealer. A total of 875 Continentals built before that are being put into rental fleets and lease service in an attempt to catch problems before the Dec. 26 intro.

Big 3 trim 4th quarter production

Car schedules may be cut further if buyer confidence weakens

By Michelle Krebs and Kathy Barbaglia
AUTOMOTIVE NEWS STAFF REPORTERS

DETROIT — Domestic automakers are scheduled to build 5 percent fewer cars in this year's fourth quarter than last, though further production cuts are likely.

The Big 3 automakers have revised downward in recent weeks their production schedules for the quarter while the other domestic manufacturers are maintaining the schedules they set in September.

The 1,805,034 cars that manufacturers plan to build this quarter compare with last year's fourth-quarter production of 1,903,517 cars.

That would bring year-end production to 7,153,663 cars, down 9 percent from 7,829,697 in 1986.

General Motors last week knocked out another 2,200 cars from its original fourth-quarter production schedule. GM now plans to build 885,106 cars in the fourth quarter, a 9 percent drop.

GM announced the indefinite closing of its Framingham, Mass., plant because of slow sales of the A-body Chevrolet Celebrity and Oldsmobile Cutlass Ciera. Production at the plant ends Nov. 30, idling about 3,700 workers.

The closing is permissable under GM's new contract with the UAW because of a clause that allows layoffs due to slow sales.

In October, GM ended one shift at its Buick City plant in Flint, Mich., because of slow sales. It produces the Buick LeSabre and Oldsmobile Delta 88. It will end indefinitely a second shift at its Wentzville, Mo., plant in November, also due to slow sales. The plant builds the Buick Electra, Oldsmobile 98 and Oldsmobile Delta 88.

UPDATED FOURTH QUARTER AUTO PRODUCTION
1987 forecast vs. 1986 actual

	1987	1986	% change
GM	885,106	976,803	-9.39
Ford	472,624	437,136	+8.12
Chrys*	287,000	310,715	-7.63
Honda	77,420	77,095	+0.42
NUMMI	42,500	47,299	-10.15
Nissan	15,232	33,539	-54.58
VW	21,552	20,930	+2.97
Mazda	3,600	—	—
Industry	1,805,034	1,903,517	-5.17

*1986 number includes American Motors.

In addition, GM has moved up the permanent closing dates for its assembly plants in Pontiac, Mich., and Detroit. The Pontiac plant will close Dec. 11 and the Detroit Clark Street plant Dec. 18.

In Canada, GM will cut one of two shifts at the Oshawa, Ontario, assembly plant Nov. 30. The plant makes the A-body Ciera and the Pontiac 6000. Instead of laying off half of the plant's 5,900 workers until year-end, GM will rotate them on the remaining shift in two-week blocks. That way no one loses a job and workers return fully trained after Christmas. The plant will be converted in 1988 to produce a version of the new mid-sized GM10 car.

GM Chairman Roger B. Smith has said that further production cuts are a possibility if the stock market crash seriously damaged consumer confidence.

Similarly, Chrysler Chairman Lee Iacocca has said Chrysler will look at early-November sales before making production changes. Chrysler recently trimmed its fourth-quarter production schedule by 16,000 units. Chrysler plans to build 287,000 cars, down 8 percent.

Chrysler closed its St. Louis I plant, which produces the Dodge Daytona and Chrysler LeBaron coupe and convertible, for two weeks today to reduce inventory.

Chrysler said it will eliminate the second shift on the Kenosha, Wis., lines producing its rear-wheel-drive Fifth Avenues, Dodge Diplomats and Gran Fury. At the same time, however, Chrysler will add a second shift at the end of this month to the line which produces the Dodge Omni and Plymouth Horizon. About 1,000 workers will transfer and 400 hourly workers will go on indefinite layoff.

Even Ford Motor Co. knocked out a couple thousand units from its previous scheduled. Ford had no Saturday overtime for October; last year three plants worked it.

Nevertheless, Ford plans to produce 472,624 cars in the fourth quarter, 8 percent more than in the year-ago quarter.

The other makers are sticking with their previously announced schedules (Automotive News, Sept. 28).

Honda will produce about the same number of cars this year as last. Mazda production will be added to this year's fourth quarter. New United Motor Manufacturing Inc., GM's joint venture with Toyota, will build 10 percent fewer cars in the quarter than last because of slower sales.

Volkswagen upped this year's fourth-quarter schedule by 3 percent from last year's. And Nissan will produce 55 percent fewer cars because the plant shifted to more truck production.

V-8 returns for '90 in T-bird, Cougar

By David Versical
AUTOMOTIVE NEWS STAFF REPORTER

WIXOM, Mich. — Ford Motor Co. plans to bring back V-8 power for the 1990 Ford Thunderbird and Mercury Cougar following a one-year absence.

A V-8 is offered in 1988 models but was scheduled to be dropped when redesigned models come out next year. The 1989 Thunderbird and Cougar will be offered with naturally aspirated and supercharged 3.8-liter V-6s.

But the thinking toward the V-8 has changed as the cars have moved toward production, said Thomas Wagner, Lincoln-Mercury general manager.

"We thought that V-8 engines for a whole lot of reasons were not going to be at any level of popularity — CAFE (corporate average fuel economy standards), customer demand, things of that nature. But as it turns out, there is still a great demand for them," Wagner said.

"We sell over a third of our Cougars as V-8s, so we really have a need for it and it's coming on as a late starter (in 1989)."

The Cougar currently is offered with a 3.8-liter V-6 or the V-8. Thunderbird models carry those engines, as well as a turbocharged, 2.3-liter inline, overhead-cam four-cylinder. The turbo version will be discontinued, Wagner said.

One source close to the company said the supercharged Thunderbird is being called the "Super Coupe" within Ford, though no final name has been picked. The source said the car offers 0-to-60 performance close to that of the Mustang GT, with the V-6 providing better fuel economy and a lower price than the V-8.

In another development, Ford announced last week that it plans to produce all automatic transaxles for its Tempo-Topaz and Taurus lines at its plant in Batavia, Ohio. Currently, Batavia supplies 72 percent of the so-called ATXs for those cars with the rest coming from Mazda in Japan.

The switch will take place in 1990. While the added output won't increase the plant's size or employment, "it will ensure the continuation of sustained production at Batavia into the early 1990s," said Louis Ross, executive vice president in charge of Ford's North American automotive operations. Batavia had been the subject of reports that suggested Ford would stop producing ATXs there in 1989.

Ross visited the plant last week to present Ford's Q1 award, recognizing Batavia as one of the company's premier suppliers.

The plant currently produces 437,000 ATXs annually and has a capacity of 465,000.

Toyota eyeing Kentucky plant expansion

LOS ANGELES — Kaneyoshi Kusunoki, president of Toyota Motor Manufacturing, is expected today to announce plans to build engine and axle facilities at its plant in Georgetown, Ky.

The steadily slipping dollar is behind Toyota Motor Co.'s increasing commitment to U.S. manufacturing, as the leading Japanese automaker tries to cut costs by boosting North American sourcing.

Toyota's assembly plant there is scheduled to start pilot production of Camry models late next May, reaching full production of 200,000 models a year by 1989 or 1990.

In recent weeks there has been speculation in Japan that Toyota will add an engine and axle operation, although Toyota had declined comment. Japanese sources say it will help Toyota reach a local content of 75 percent in the United States.

If Toyota builds an engine and axle plant in the United States, it would be the second non-U.S.-based automaker to do so. Honda American Manufacturing already has a car and motorcycle engine operation in Anna, Ohio, and is increasing production toward a goal of 360,000 car powerplants a year by 1989.

Mazda has not committed itself to an engine plant near its Flat Rock, Mich.

But Mazda President Kenichi Yamamoto announced at the Tokyo auto show that Mazda would increase local content to 70-75 percent on U.S.-built cars by 1991. That implies that engines would either be sourced from Ford, a possibility already acknowledged by both companies, or from a U.S. engine assembly plant, although Flat Rock is not large enough as it stands to make a separate engine operation economical.

— Jesse Snyder

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Makers turn to fleet buybacks to boost sales

Charles M. Thomas
AUTOMOTIVE NEWS STAFF REPORTER

Domestic automakers may soon be getting competition from foreign manufacturers in the growing — and controversial — fleet repurchase and auction guarantee programs that place the risk of resale prices squarely in the lap of the automakers instead of their customers.

Roughly 325,000 of the so-called program vehicles — more than Cadillac sells in a year — will be sold this year through auctions by the domestic automakers.

The escalation of these incentive programs has fueled the growth and importance of the auction industry because makers have turned to them for quick disposal of their cars to dealers.

Under the programs, blocks of cars are sold to daily rental-car agencies, then repurchased months later at the sale price less depreciation or at a guaranteed resale price at auctions.

Automakers like the fleet programs because they expose large numbers of people to their cars and provide a way to smooth out the peaks and valleys of retail orders at plants. Dealers, however, are divided on whether the fleet incentive programs help or harm their business.

Nevertheless, the declining retail market has prompted a number of importers and their distributors — as well as their individual dealers — to join the domestics and experiment with their fleet programs.

Another trial is being conducted by Ford Motor Co., which is extending the industry's repurchase and auction guarantee programs beyond the usual customers — daily rental-fleet purchasers — to a corporate fleet.

"This is the third year of our test program with Hewlett-Packard," said a Ford official. "Obviously, we will be offering other companies similar programs. Most companies don't want to get into the auto business, so there is a need for managed fleet account disposal.

"It is a problem for companies to dispose of their fleets themselves."

The success of the domestic makers' fleet programs has merited serious examination from their import competitors, many of which did not have enough cars to sell at retail — much less to fleets — until recently.

Nissan, Volkswagen, Toyota and Mitsubishi all are now flirting with fleet incentive programs.

The number of program vehicles sold at auctions is expected to rise for several years before leveling.

General Motors' auction division will resell a mix of approximately 240,000 program and

see AUCTIONS, page 38

Recreational Vehicle Wholesale Deliveries

	August 1987	August 1986	% change	8 months 1987	8 months 1986	% change
Travel trailers - conventional	4,400	3,800	+ 15.8	44,000	40,600	+ 8.4
Park trailers	600	700	– 14.3	4,200	5,100	– 17.6
Travel trailers - fifth wheel	2,200	1,700	+ 29.4	18,000	15,600	+ 15.4
Folding camping trailers	3,700	3,000	+ 23.3	28,700	25,000	+ 14.8
Truck campers	900	600	+ 50.0	7,300	5,300	+ 37.7
Towable RV total	11,800	9,800	+ 20.4	102,200	91,600	+ 11.6
Conventional (type A)	3,800	2,700	+ 40.7	27,000	22,200	+ 21.6
Van Campers (type B)	700	300	+133.3	4,500	4,100	+ 9.8
Chopped vans (all)	2,400	2,500	– 4.0	19,300	19,700	– 2.0
Motor home total	6,900	5,500	+ 25.5	50,800	46,000	+ 10.4
Van conversions	14,200	13,500	+ 5.2	127,100	131,300	– 3.1
TOTAL ALL RVs	32,900	28,800	+ 14.2	280,100	268,900	+ 4.2

Source: Recreation Vehicle Industry Association.

Wholesale shipments rise

RESTON, Va. — Wholesale RV shipments increased 14.2 percent in August to 32,900 units, and shipments for the year were up 4.2 percent with a 280,100-unit total.

Seasonally adjusted, the August shipments represented an annualized rate of more than 417,000, and the eight-month figures were the highest since 1984, according to the Recreation Vehicle Industry Association.

Shipments of van conversions were up 5.2 percent in August, with a 14,200-unit total.

However, the up-again/down-again pattern of van conversion shipments this year has left the category largely unchanged. For eight months of 1987, converters shipped 127,000 units, off 3.2 percent from a year earlier.

Shipments of van chassis — with the seat-delete option — from manufacturers to converters, which portend future activity, were up substantially in August and for eight months.

Detroit's four major van manufacturers shipped 10,400 vans without seats to converters in August, up 96.2 percent over 1986.

For eight months, manufacturers shipped 137,400 such units to converters, up 24.3 percent over 1986.

The gains were largely in minivans, where manufacturers shipped 1,200 units in August, exactly double the number of a year earlier. For eight months, manufacturer shipments of minivans without seats totaled 25,100, up 17.8 percent from last year.

Full-sized van shipments with the seat-delete option totaled 9,200 in August, up 95.7 percent. For eight months they totaled 112,300, up 25.9 percent from last year.

Centurion to fill RV gap for Ford

Converter prepares vehicle to challenge GM's Suburbans

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — Ford Motor Co. still has competitive gaps in its RV-oriented product line that some converters are beginning to fill.

Centurion Vehicles, White Pigeon, Mich., is readying a new, big four-door station wagon-type on-road/off-road vehicle to compete against General Motors' popular Suburbans.

Its vehicle, to be called the Classic 1000, will become available to Ford dealers by February.

The station wagon-style sport utility, currently being prototyped, is based on Ford's F-series pickup.

Robert Froschauer, president of Centurion, said his company is taking a Ford F-350 Crew Cab, cutting the 168-inch wheelbase chassis down to 140 inches, installing an extra set of seats and putting it all back together with essentially Ford Bronco-based parts.

Froschauer anticipates doing about 1,000 of those new vehicles in calendar 1988, though he feels demand will far exceed that.

Chevrolet/GMC Suburbans have been perennial favorites with the RV crowd because of their size, versatility and power.

In the 1987 model year, GM retailed 73,700 Suburbans, a high-priced, highly profitable vehicle, much favored by dealers over some of its other full-sized sport-utility models.

Like other Ford bailment pool companies, Centurion has been constrained by a lack of Ford chassis availability. It, like many other bailment accounts, has been on allocation this year.

In 1988, because of new opportunities created by Chevrolet's C/K pickups, Froschauer plans to develop his Chevrolet conversion business in a "much, much bigger way."

While continuing to upfit Ford SuperCabs and Crew Cabs, Centurion began shipping its first upfitted C/K pickups in November.

They include the half-ton extended cab, the one-ton extended cab models in both single-rear-wheel and dual-rear-wheel configurations and the Chevrolet Crew Cab.

Centurion offers basically the same standard interior and exterior conversion packages on both Chevrolet and Ford pickups. Packages include items like running boards, grille guards, roof-mounted horns, overhead consoles and center consoles.

In mid-November, it also will begin upfitting Chevrolet Suburbans, along with regular Bronco and Blazer conversions. Suburbans, too, are being decked out with running boards, grille guards, special sport paint packages, special wheels and tires and overhead consoles.

Centurion also manufactures a line of fifth-wheel tow vehicles for horse trailers and travel trailers, called the Cruiser GT.

It has been using Ford's 158 or 176-inch cutaway chassis as a platform for those fifth-wheelers, but will also begin using Chevrolet's cutaway chassis to produce them in January. The 454-cid V-8, which has been on "material hold," won't become available in GM's cutaways until January. It is rated at a maximum 10,000 pounds GVW.

Centurion also produces a line of automotive van conversions from Ford and Chevrolet vans, targeted at the low- to mid-price markets.

"We do a lot of things other people don't do," Froschauer said. "We have a lot of sheetmetal-working capability that we're using for our Classic and Cruiser conversions."

"Our biggest problem generally has been lack of chassis availability" in both Ford and Chevrolet products, he said.

If recent upheavals in the stock market affect the economy and Detroit's truck sales, though, Centurion and other converters are likely to find a much readier supply of chassis in 1988.

Monogram sees gains, adds dealers

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

SOUTH BEND, Ind. — Monogram Conversions plans to expand rapidly in the van conversion market, based on an aggressive dealer sign-up program.

Its roughly 200 dealers are concentrated in the Midwest and East. The expansion is targeted primarily at Southern and Southeastern markets.

The topsy-turvy economic climate could throw a curve to Monogram's 1988-model-year plans, but if it signs the dealers and covers the states it is attempting to cover, it will likely double its sales to 4,000 units, General Manager George Mahalick predicted.

At this point, he said, the company's dealers are retailing units and ordering new ones at the same level as last year. So it's business as usual for what normally is a slower time of year.

Monogram, with its Chevrolet and GMC bailment pool accounts, concentrates 100 percent of its van conversion efforts in General Motors models, Mahalick said.

Its philosophy is to offer as much value as it can "for the least amount of money," he said.

"A lot of people will say that, but the evidence is in how long they've been involved in the RV industry and their success in it," he said.

"We attempt to go out and offer as much product as we can to dealers. We don't look to make a fortune on each unit, but for something that will move at retail."

Mongram has a broad span of conversion packages at all the market's price points.

Michigan spotlights RVs
The 21st Detroit Camper and RV show was held Oct. 24-Nov. 1 at Cobo Hall. It was the largest public indoor display of RVs in the country. Michigan was second only to California in RV sales last year. Detroit is tops in travel trailer and fold-down camper sales nationally, according to Timothy J. DeWitt, executive director of the Michigan Association of Recreational Vehicles and Campgrounds.

Its full-sized conversion packages, for example, start at $2,098 (dealer cost), hitting the $3,000, $4,000 and $5,000 range with different feature combinations. With added optional equipment, they top out around $6,000 to $6,500.

The company's goal is to share its sales evenly among its price points.

Similarly, it has a broad spectrum of minivan packages in the $2,000 to $4,000 dealer-cost range. The average goes for about $3,000.

Minivan conversions have been very strong, Mahalick said, accounting for 35 to 40 percent of the company's sales.

They are normally stronger this time of year, but he said he feels that strength will carry through the rest of the 1988 model year.

"The minivan business, whether it is Astro or Safari, has definitely been growing. We are trying to analyze why so many people are moving into the minivan market," he said.

His feeling is that the minivan is drawing both its regular clientele and some full-sized-van prospects.

Monogram, as a sister division to Conquest, offers fairly similar product packages.

Mahalick said it is seeking to distinguish itself in subtle ways, by a heavier use of interior cherrywood, for example. (Conquest uses more oak.)

"We're attempting to do more and more of that (differentiation), but the marketplace is big enough so there's enough room for two sister companies" to operate successfully, he said.

The company's new 1988 products are different only from the standpoint of appearance, he added.

"Every year, there are some things of greater interest than others," he said. "Some years, it is CBs; other years, TVs. If the public is reacting to a certain electronic product, we try to incorporate it in our packages."

Georgia claims title of van-converter king

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

Auto companies have put Tennessee on the manufacturing map, and some Georgia officials think van converters will do the same for their state.

In October, officials in northeast Georgia made the startling claim that their area had become the new "van conversion capital of America."

Their claim was based on a growing band of local converters and suppliers.

Even though the claim may be somewhat exaggerated, northeast Georgia's conversion business is growing. Regency Vans Inc., of Athens, Ga., for example, was Chrysler's fourth largest consignment pool conversion company in 1987, according to James E. Lynch, Chrysler manager of special vehicles.

Other smaller companies include National Traveller, of Bogart, Ga.; Executive Traveller, of Athens, Ga.; and Kinley Kustom, of Royston, Ga.

A lot of companies seem to be clustered in Lavonia, Ga., such as Auto Sales of Georgia, Motor Vehicle Sales, Tugalo River Custom Vans, Signet Vans and Quail Creek Vans.

As Herb Adams, an official with the Franklin County Chamber of Commerce in Carnesville, Ga., pointed out, "All of them are small shops that have developed, kind of grown into a good-sized industry.

"There is a multitude of these shops in this county. We don't know how many or how big they are or their exact economic impact on our county. But we're beginning to have a multitude of component suppliers moving in with small plants and distribution places for the conversion market."

Most recently, Coachmen Industries appointed Clint Rumble Southeastern sales manager for its Viking Formed Products operation.

Rumble will be based in Loganville, Ga., site of Viking's newest plant, with responsibility for all sales in Georgia, North Carolina, South Carolina, Alabama, eastern Tennessee and Florida.

Viking is a major manufacturer of tops for conversion vans and specialty products.

The Franklin County Chamber of Commerce recently staged its "First Annual Southeastern Van Conversion Show" at the Southeast Sports Complex in Carnesville, and got a strong turnout.

Some 28 conversion companies and 40 suppliers quickly bought out the 36,000 square feet of exhibit space available inside Carnesville's Sports Complex.

Officials, in fact, sold exhibit spaces outside the building as well.

The price was right. For $500, a converter got a 20- by 25-foot space for the three-day event, which included a dealers-only show the first two days and public display the third.

Suppliers got a 10- by 10-foot exhibit space inside the building for $375. Outside exhibit space went for $125.

More than 7,000 auto dealers were invited to attend, though considerably fewer showed up.

Although the community's events and claims may be somewhat overstated, it's still hard to ignore the South's growing appeal both as a manufacturing center and a good sales market.

Passive restraints available on more car lines for 1988

By Geoff Sundstrom
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — Car buyers will find a wide array of models equipped with automatic seat belts or air bags when they go shopping for a 1988 vehicle.

A list of the cars offering automatic restraints either as standard or optional equipment has been prepared by the Insurance Institute for Highway Safety. The list shows that consumers will be able to purchase passive-restraint protection in models ranging from the Yugo GVLS to the Porsche 944 Turbo.

The Yugo GVLS comes equipped with automatic seat belts. The Porsche 944 Turbo and the 944S come with air-bag protection for both the driver and passenger as standard equipment.

General Motors will offer the largest choice of cars with automatic restraints. In all, 11 models will be built with automatic belts as standard equipment. GM will offer a driver-side air bag as an option on the Oldsmobile Delta 88.

While a number of manufacturers have elected to equip their more costly models with automatic seat belts or air bags, other automakers — such as Ford Motor Co. — also are offering the safety equipment on their lower-priced cars for 1988.

Ford is equipping the Escort with automatic belts as standard equipment. All Ford Tempo and Mercury Topaz models come equipped with automatic belts, although air bags can be ordered on both cars.

The large selection of 1988 cars available with passive restraints stems from a NHTSA rule requiring all new automobiles sold in the United States to be equipped with passive restraints by 1990. The rule allows manufacturers to reach this goal over four model years, requiring a greater percentage of new cars each year to be covered.

Last year the rule required that 10 percent of all new cars sold in the United States by each manufacturer have either automatic belts or a driver-side air bag. For the 1988 model year, NHTSA requires 25 percent of the new cars to be sold with either safety device.

In the 1989 model year, 40 percent of the new cars must be equipped with automatic restraints. In 1990 all cars must have the safety equipment.

AUTOMATIC RESTRAINT AVAILABILITY — 1988 MODEL YEAR

Manufacturer & Model	Air Bags: Driver	Air Bags: Passenger	Automatic Belts: Standard	Automatic Belts: Manufactured
Alfa Romeo				
Spyder			Standard	
Austin Rover				
Sterling			Option	
BMW				
6 series	Standard			
7 series	Standard			
Chrysler Motors				
Chrysler Conquest			Standard	
Dodge Daytona*	Standard			Standard
Dodge Diplomat*	Option			
Chrysler Fifth Avenue*	Option			
Chrysler LeBaron*	Standard			Standard
Plymouth Gran Fury*	Option			
Dodge Shadow*			Standard	
Plymouth Sundance*			Standard	
Ford Motor Co.				
Ford Escort			Standard	
Mercury Topaz	Option		Standard	
Ford Tempo	Option		Standard	
General Motors				
Buick LeSabre				Standard
Buick Regal (fwd)				Standard
Buick Skylark				Standard
Chevrolet Beretta				Standard
Chevrolet Corsica				Standard
Oldsmobile Calais				Standard
Oldsmobile Cutlass Supreme (fwd)				Standard
Oldsmobile Delta 88*	Option			Standard
Pontiac Bonneville				Standard
Pontiac Grand Am				Standard
Pontiac Grand Prix (fwd)				Standard
Honda/Acura				
Acura Legend LS	Standard			
Honda Accord 2-dr.				Standard
Honda Prelude				Standard
Hyundai				
Excel GL, GLS 4-dr. hatchback				Option
Isuzu				
Impulse			Standard	
Jaguar				
XJ-6			Standard	
XJ-SC			Standard	
Mazda				
626 LX 4-dr.*			Standard	
Mercedes-Benz				
All Models	Standard			
Mitsubishi				
Precis				Option
Starion			Standard	
Nissan				
Maxima			Standard	
Peugeot				
505 4-dr. 4-cylinder nonturbo				Standard
Porsche				
944 Turbo	Standard	Standard		
944S	Standard	Standard		
944	Option	Standard w/ driver bag		
Saab				
9000 hatchback			Standard	
All other 900 series hatchbacks*			Standard	
9000 (version unspecified)*	Option			
Subaru				
XT Coupe			Standard	
Selected 2-wheel drive 4-door and wagons			Standard	
Toyota				
Camry			Standard	
Cressida			Standard	
Volkswagen				
Golf				Option
Jetta				Option
Volvo				
780	Standard			
760 series	Standard			
740 series*	Standard			
740 GLE	Option			
Yugo				
GVLS				Standard
GVL				Option
GVX				Option

*Early production models will be equipped with [illegible] belts and starting about spring '88, the production will switch to air bags.

†Low production models, starting about spring 1988.

*Additional versions of the 626 are likely to have automatic belts because the model itself is not produced in sufficient quantity to meet the requirement that 30 percent of all cars models be equipped with automatic restraints under Federal law.

*On cars produced after Sept. 1, 1987.

Source: Insurance Institute for Highway Safety

Lower insurance premiums a passive-restraint lure

WASHINGTON — The nation's largest insurance companies are offering reduced premiums to many drivers who purchase vehicles with automatic restraints.

The Insurance Institute for Highway Safety said the discounts apply to premiums for medical payments for occupants of the insured automobile. In states with no-fault insurance, the discount applies to personal-injury protection for the occupants of the insured vehicle.

The institute explained that the discounts are not available in each state because of differences in state insurance regulations. The only states that do not offer the discounts are Hawaii, Massachusetts, North Carolina, Texas, Illinois and Kentucky, the institute said. In other states, regulatory authorities have not yet acted on the insurance companies' requests for discounts, the insurance group said.

For the past several years, the insurance companies have been one of the most active supporters of mandatory automatic crash protection. The companies have long maintained they can offer lower insurance rates — or maintain current rates — if the motor vehicle industry built vehicles with air bags and/or automatic belts.

LEADING AUTO INSURANCE COMPANIES WITH DISCOUNT POLICIES

Company	Air Bags: Driver	Air Bags: Full Front	Automatic Belts
Allstate	20%	30%	0%
Nationwide	25	40	10
Liberty Mutual	20	30	30
Aetna Casualty	20	30	30
USF&G	30	30	30
USAA	20	30	30
The Travelers	15	30	30
GEICO	30	30	30
American Family Mutual	30	30	30
Hartford Fire	20	30	30
Continental Casualty	30	30	30
Prudential P&C	20	30	0
Maryland Casualty	20	30	30
Erie Exchange	30	30	30
Hartford A&I	20	30	30

Source: Insurance Institute for Highway Safety

NHTSA proposes change in rules for operation of power windows

By Geoff Sundstrom
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — NHTSA has proposed several changes in the government safety standard governing power windows.

NHTSA intends to include light trucks (less than 10,000 pounds GVW) in the group of vehicles covered by the power window standard and will subject power sunroofs to the standard.

The agency said it proposes the elimination of rules covering the opening of power windows because "the greatest risk of injury by a moving power window occurs during the closing of such a window."

The agency wants to eliminate a requirement that power windows be operable from the outside on key-lock-equipped vehicles only. NHTSA said, "Several vehicle designs now use some kind of numeric or alphanumeric code sequence to lock and unlock the vehicle from the exterior. NHTSA is not aware of any reason to treat these systems any differently from key-locking systems."

NHTSA is asking for comments on those proposals and is specifically asking whether the agency should consider a ban on closing power windows through the use of any external controls.

Comments should be filed with the agency before Nov. 29.

Senate may allow states to raise some speeds

WASHINGTON — An amendment allowing state governments to raise the speed limit on non-interstate highways has been attached to a Senate appropriations bill for the Department of Transportation. The full Senate has yet to consider the measure.

The amendment would affect 42 states. To be eligible, the federal, state or local roads would have to be divided, have at least four lanes and be reached only by using access ramps.

Roads in urban areas with populations of 50,000 or more would not qualify for higher speeds.

Last year, the House and Senate voted to allow a 65-mph speed limit on rural interstate highways.

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AUCTION DATES

American Motors

Nov. 10 — Statesville Auto Auction, Statesville, N.C.

Nov. 11 — Kansas City Auto Auction, Kansas City, Mo.

Nov. 12 — Corry Auto Auction, Corry, Pa.

Nov. 17 — D-A Auto Auction, New Stanton, Pa.

Nov. 18 — Northeast Auto Dealers, Newburgh, N.Y.

Nov. 19 — Greater Chicago Auto Auction, Chicago, and Wolfe's Evansville Auto Auction, Evansville, Ind.

Nov. 20 — St. Louis Auto Auction, St. Louis

Nov. 24 — Statesville Auto Auction, Statesville, N.C.

Chrysler Motors

Nov. 10 — American Auto Auction, Walpole, Mass.; Arena Auto Auction, Chicago; Golden Gate Auto Auction, Fremont, Calif.; Hatfield Auto Auction, Hatfield, Pa.; and Dallas Auto Auction, Grand Prairie, Texas

Nov. 11 — Southwest Auto Auction, Phoenix, Ariz.; Butler Auto Auction, Gibsonia, Pa.; and Minneapolis Auto Auction, Plymouth, Minn.

Nov. 12 — Clanton's Auto Auction, Darlington, S.C.; Northway Exchange, Clifton Park, N.Y.; and Indianapolis Auto Auction, Indianapolis

Ford Motor Co.

Nov. 11 — Atlanta Auto Auction, Red Oak, Ga.

Nov. 12 — Dallas Auto Auction, Grand Prairie, Texas; Southwest Auto Auction, Phoenix, Ariz.; Bay Cities Auto Auction Inc., Hayward, Calif.

Nov. 13 — Interstate Auto Auction, Mercer, Pa.

Nov. 18 — Concord Auto Auction, Acton, Mass.; Lakeland Auto Auction, Lakeland, Fla.; and Southern California Auto Auction, Fontana, Calif.

Nov. 19 — Baltimore-Washington Auto Exchange, Baltimore; Greater Chicago Auto Auction, Chicago; Denver Auto Auction, Aurora, Colo.; Aptco Auto Auction, Taylor, Mich.; and Skyline Auto Exchange, Fairfield, N.J.

Nov. 24 — Harrisonburg Auto Auction, Harrisonburg, Va.; South Seattle Auto Auction, Kent, Wash.; and Salt Lake City Auto Auction, Salt Lake City

Nov. 25 — Columbus Fair Auto Auction, Obetz, Ohio

General Motors

Nov. 10 — Harrisonburg Auto Auction, Harrisonburg, Va., and Florida Auto of Orlando, Ocoee, Fla.

Nov. 11 — Hatfield Auto Auction, Hatfield, Pa.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Minneapolis Northstar Auto Auction, Shakopee, Minn.; and Southern California Auto Auction, Fontana, Calif.

Nov. 12 — Butler Auto Auction, Gibsonia, Pa.; Denver Auto Auction, Englewood, Colo.; Aptco Auto Auction, Taylor, Mich.; Big H Auto Auction, Houston; and Nashville Auto Auction, Nashville, Tenn.

Nov. 17 — Southern Auto Auction, East Windsor, Conn.; Dallas Auto Auction, Grand Prairie, Texas; and South Seattle Auto Auction, Kent, Wash.

Nov. 18 — Atlanta Auto Auction, Atlanta; Clanton's Auto Auction, Darlington, S.C.; Indianapolis Auto Auction, Indianapolis; Omaha Auto Auction, Omaha, Neb.; and Golden Gate Auto Auction, Fremont, Calif.

Nov. 19 — Arena Auto Auction, Chicago; Ohio Auto Auction, Grove City, Ohio; Southwest Auto Auction, Phoenix, Ariz.; St. Louis Auto Auction, Bridgeton, Mo.; and Utah Auto Auction, West Bountiful, Utah

Nov. 24 — Florida Auto Auction of Orlando, Ocoee, Fla.

Nov. 25 — Southern California Auto Auction, Fontana, Calif.

Used Car Sales
Auction Averages

November to date	$5,981
Month ago	$6,029
Year ago	$5,194

Model Breakdown
Auction Averages

	NOV 1987	OCT 1987	SEP 1987
1987	$11,155	$11,220	$11,357
1986	$8,574	$8,624	$8,808
1985	$7,244	$7,257	$7,321
1984	$5,682	$5,711	$5,764
1983	$4,877	$4,897	$4,940
1982	$3,539	$3,549	$3,607
1981	$2,549	$2,549	$2,583
1980	$2,012	$2,022	$2,044
Overall Average	$5,981	$6,001	$6,043

AUCTION BRIEFS

Indianapolis Auto Auction officials are expecting more than 200 dealers and 400 spectators to attend the Nov. 18 General Motors dealers-only sale where a $5,000 cash prize will be awarded to the buyer of the 200,000th GM factory car.

"Preparations for the event started several months ago when GM realized it was nearing the sale of 200,000 factory cars sold at auction and wanted to do something special to show its gratitude to dealers," said Gary Pedigo, general manager of the Indianapolis Auto Auction.

Other cash prizes amounting to $5,000 will be awarded throughout the day to mark the occasion. The auction has sold nearly 12,000 GM factory cars since the beginning of the year.

Pedigo said there will be about 800 GM factory cars running under the gavel, and only GM will know which is the 200,000th car. The announcement of the winner will be made at the close of the auction.

"Two hundred thousand vehicles is a milestone for GM, and we are glad to be a part of their celebration," he said.

Richard J. Hart has joined the **Newburgh Auto Auction**, Newburgh, N.Y., as fleet and lease manager. He formerly was with Budget Rent-A-Car.

Indiana Auto Auction, Fort Wayne, Ind., is building a new six-lane auction facility on an 85-acre site.

Company vice president Dale Flora said the facility will include a 44,000-square-foot building; a three-lane, computerized check-in area; a reconditioning center; a car wash; and a restaurant.

The new complex will be opened in March 1988 and have a test track, parking and storage space for several thousand cars and room for future expansion.

Flora said the present location did not have enough available land for expansion. "We have outgrown this facility," he said. "The city just grew up around us and we didn't have enough parking for existing lanes. We needed more room."

Car collector James C. Leake will auction his entire collection of antique, classic and special-interest cars Nov. 21-22 at Expo Square, Tulsa, Okla.

Leake's collection of early Rolls-Royce autos, which will be auctioned by **Kruse International**, of Auburn, Ind., will give collectors an opportunity to purchase 10 percent of the existing Rolls-Royces manufactured between 1905 and 1912.

Among the Rolls-Royces to be auctioned are a 1905 Rolls-Royce 30-horsepower, six-cylinder model with body by Jarvis; a 1905 Rolls-Royce Light Twenty Tourer with body by Harrington of Hove; and a 1911 Rolls-Royce Silver Ghost Victoria Touring Car.

An important part of the sale will be the Leake Bus Collection, which includes a 1904 Milnes Daimler double-decker bus, a 1905 Logan bus and a 1920 Leyland Lioness Charabanc bus.

American classics will be represented by a 1933 Chrysler Custom Imperial, a 1929 Ford A Town Car with body by Briggs, a 1932 KB Lincoln convertible coupe with body and a 1903 Locomobile Steamer.

"It has taken me 50 years to put together my collection," Leake said, "and I am especially proud of my Rolls-Royces, for one of my 1905s has had only three owners in its lifetime."

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Carriage Trade, Norristown, PA. Auction every Monday 6 PM, also GMAC auction 3rd Thursday 11 AM. Off-lease/repos, open all dealers. Call: 215-CAR-SALE.

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Todd Auto Auction, Old Route 309, P.O. Box 380, Telford, Pa. 18969. 215-721-1300 or 800-523-2527. Next Sale — Nov. 19th.

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Clanton's Auto Auction, P.O. Box 51, Darlington, South Carolina, 803-393-2861. Sale every Thurs., Regular Consignment, 11 a.m. & Early Bird, 9 a.m. (repos & lease units).

TENNESSEE

Memphis Auto Auction, 2650 Mt. Moriah Rd, Memphis, Tenn. 38115. 901-794-7700. Sale every Tuesday at 1 PM. Mid-South's newest auto auction.

NOTICE

Because of the Thanksgiving Day Holiday . . . The deadline for our Nov. 30 issue will be Thursday, Nov. 19, No Later Than 5 P.M.

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TEXAS

Fort Worth Auto Auction, 2245 Jacksboro Hwy., Ft. Worth, TX 76114. Sale every Thursday. Contact: George Horton, 817-626-5494.

TEXAS

Auctions Unlimited, 2260 East I-30, Rockwall, Texas 75087. Dallas-Ft. Worth area. Sales every Monday & Wednesday 7 PM. 214-722-9495.

TEXAS

San Antonio Auto Auction (div. of GECAA), 1500 Ackerman Rd., San Antonio, Texas 78219. Sale every Weds. Contact: Frank Post or Michael Milikien, 512-661-4200.

WASHINGTON

So. Seattle Auto Auction. The lease & Fleet Specialists. Tom Chase, 1-800-872-6800. P.O. Box 5189, Kent, Washington 98064.

WISCONSIN

Metro Milwaukee Auto Auction. Sale every Wednesday. FMC, all leasing, AMC 414-835-4436, Caledonia, Wisconsin.

DOMESTIC CAR SALES

	Oct. 21 to Oct. 31, 1987	Same Period, 1986	Oct. 1987	Same Month 1986	Jan. 1 to Oct. 31, 1987	Same Period, 1986
Alliance	472	2,706	1,371	6,908	21,954	58,262
Eagle	234	331	522	661	3,567	6,378
Total Eagle	706	3,039	1,893	7,569	25,521	64,640
Horizon	1,012	3,508	1,893	8,780	41,577	94,112
Sundance	2,293	1,661	5,104	3,809	65,542	9,507
Turismo	151	779	536	3,296	16,425	42,019
Reliant	4,237	3,518	10,516	10,540	85,402	109,628
Caravelle	960	1,109	2,587	3,575	31,159	33,418
Gran Fury	296	536	720	1,456	6,671	15,058
Total Plymouth	8,949	11,111	21,356	31,456	245,894	303,742
Laser	0	340	0	2,253	4,308	26,282
LeBaron K	1,469	1,792	3,582	6,191	48,678	85,114
LeBaron J	4,006	0	10,229	0	70,002	0
LeBaron GTS	648	1,365	1,584	6,637	26,964	60,407
Fifth Avenue	3,295	2,770	7,902	9,712	47,525	94,826
New Yorker C	825	0	1,422	0	1,517	0
New Yorker E	1,109	1,503	2,637	5,526	45,925	47,483
Total Chrysler	11,352	7,770	27,356	30,319	244,919	316,800
Omni	883	3,028	1,645	7,961	32,984	82,762
Shadow	2,549	1,587	5,421	3,599	65,961	8,700
Charger	144	1,073	505	4,243	17,570	46,783
Daytona	1,563	280	3,792	2,068	33,279	34,258
Aries	4,202	2,899	9,678	9,146	80,371	86,729
Lancer	286	903	883	4,785	19,935	43,685
Diplomat	527	1,149	1,253	3,758	10,633	30,913
Dynasty	240	0	468	0	501	0
Dodge 600	1,335	1,321	3,109	4,934	30,569	55,403
Total Dodge	11,729	12,240	26,754	40,494	291,803	389,233
CHRYSLER MOTORS	32,736	34,160	77,359	109,838	808,137	1,074,415
Escort	12,267	8,942	29,966	26,800	335,606	339,622
Mustang	5,099	2,053	13,458	8,740	149,090	148,679
Tempo	4,284	6,599	9,776	21,073	181,220	223,236
Taurus	9,779	11,657	21,572	29,634	296,133	190,738
Thunderbird	4,096	1,343	10,912	6,060	113,541	122,635
LTD	0	0	0	0	0	23,587
Crown Victoria	3,648	3,581	9,545	10,120	101,128	110,071
Total Ford Div.	39,163	34,175	95,229	102,427	1,176,718	1,158,568
Lynx	2,002	1,114	4,818	4,144	59,195	56,878
Topaz	1,336	1,791	3,238	5,843	53,657	56,039
Sable	3,310	4,016	8,036	9,882	86,970	78,015
Cougar	3,194	899	7,684	3,843	96,248	105,197
Capri	0	136	0	589	0	11,278
Marquis	0	0	0	0	2,510	10,180
Grand Marquis	3,936	4,010	10,444	9,712	96,830	98,754
Total Mercury	13,778	11,968	34,220	34,013	395,410	416,341
Continental	116	856	387	2,013	10,521	16,242
Lincoln	5,376	4,922	12,078	14,394	104,435	103,841
Mark VII	1,069	923	2,585	2,295	22,809	18,206
Total Lincoln	6,561	6,701	15,050	18,702	137,765	138,289
Total L-M Division	20,339	18,669	49,270	52,715	533,175	554,630
FORD MOTOR CO.	59,502	52,844	144,499	155,142	1,709,893	1,713,198
Skyhawk	1,372	1,949	3,080	7,245	33,008	67,648
Somerset/Skylark	1,470	2,122	3,961	8,291	59,888	101,413
Century	4,565	7,055	10,335	23,536	130,342	212,317
Regal	3,214	2,020	7,032	7,362	46,897	71,166
LeSabre	3,577	4,662	9,702	15,010	122,400	106,956
Electra	2,182	2,644	6,183	9,279	66,188	94,344
Riviera	497	412	870	2,558	14,715	19,857
Total Buick	16,877	20,864	41,163	73,281	473,438	673,701
Cimarron	241	426	649	1,522	11,152	20,809
Allante	115	0	242	0	1,893	0
Seville	863	666	1,694	2,355	17,556	17,063
Cadillac	8,517	6,543	20,750	18,369	175,006	199,590
Eldorado	817	588	1,603	2,129	16,861	21,066
Total Cadillac	10,553	8,223	24,938	24,375	222,468	258,528
Chevette	41	2,398	140	6,583	16,762	58,523
Nova	2,118	1,885	5,722	7,931	127,269	159,321
Cavalier	8,236	6,067	19,823	19,478	255,457	316,908
Citation	0	0	0	0	0	1,033
Camaro	2,578	3,060	6,378	9,263	104,800	148,128
Celebrity	9,070	11,242	23,995	26,763	264,824	344,891
Corsica/Beretta	6,096	2,537	15,929	2,537	182,107	2,537
Monte Carlo	2,295	2,281	6,179	7,903	54,619	99,118
Chevrolet	4,722	5,816	11,219	16,624	151,523	194,033
Corvette	1,016	887	2,644	2,482	21,107	28,706
Total Chevrolet	36,172	36,173	92,029	99,564	1,178,468	1,353,198
Firenza	635	725	1,649	2,123	15,051	31,118
Calais	2,908	2,386	6,797	6,736	89,647	102,094
Cutlass Ciera	6,663	8,366	15,950	24,765	214,574	288,459
Cutlass Supreme	2,762	3,438	6,062	10,718	83,466	173,756
Olds 88	4,313	5,158	11,408	18,490	148,175	232,115
Olds 98	2,313	3,024	6,305	7,841	59,667	94,893
Toronado	502	348	1,028	1,591	14,357	14,282
Total Oldsmobile	20,096	23,445	49,199	72,264	624,937	936,717
Fiero	815	1,146	1,789	4,094	37,920	61,409
1000	35	275	105	1,060	4,720	16,422
Sunbird	1,842	1,841	4,008	6,008	68,897	93,183
Firebird	1,609	1,906	3,949	5,412	65,060	83,129
Grand Am	7,665	7,402	20,387	17,968	182,761	169,531
6000	3,971	5,692	9,672	15,291	102,150	173,331
Gr. Prix/Bonn. G.	372	848	908	3,236	12,429	66,986
Bonneville H	3,491	1,888	5,437	4,505	84,372	5,416
Paris./Safari	279	438	734	1,677	8,811	59,828
Total Pontiac	20,079	21,436	49,989	59,251	567,120	729,235
GENERAL MOTORS	103,777	110,141	257,318	326,735	3,066,431	3,951,379
HONDA	14,662	15,916	28,046	27,106	262,513	180,008
Civic	1,348	3,077	2,063	5,508	73,164	9,714
Accord	13,314	12,839	25,983	21,598	189,349	170,294
MAZDA	0	0	154	0	154	0
NISSAN	3,531	3,051	8,188	6,623	109,307	37,231
TOYOTA	2,200	0	4,119	827	34,146	827
VOLKSWAGEN	2,241	2,628	4,189	5,364	54,033	63,488
DOMESTIC TOTAL	218,649	218,740	523,872	633,535	6,044,614	7,020,505
IMPORT TOTAL	0	0	273,607	272,601	2,610,179	2,654,528
INDUSTRY TOTAL	0	0	797,479	906,236	8,654,793	9,675,033

Vehicle sales hold up in October, but Black Monday impact unclear

By Philly Murtha and Joseph J. Bohn
AUTOMOTIVE NEWS STAFF REPORTERS

A sharp increase in light truck sales during October helped offset a decline in the car side of the market to give domestic and imported manufacturers a fairly respectable overall sales performance.

The effects of Black Monday, as the stock market's initial crash has come to be called, have yet to be determined.

Some dealers said that sales in the latter part of the month may have reflected orders taken prior to the stock market's plunge.

Domestic manufacturers didn't announce new-model pricing until late in October, so that dealers were unable to process some of the paperwork on new-model orders taken earlier.

Where the U.S. market was, Oct. 1987

	Total Sales	Pct. of Total
SUBCOMPACT	60,030	7.53
COMPACT	146,459	18.37
INTERMEDIATE	203,557	25.52
STANDARD	109,151	13.69
SPECIALITY	4,675	0.59
IMPORT	273,607	34.30
TOTAL	797,479	100.00

Meanwhile, sales of 1,168,423 U.S. and imported cars and light trucks were off only 6.32 percent in October from last year's 1,247,307 total.

Combined domestic and imported new-car sales fell 12.00 percent in October to 797,479 from 906,236 in like 1986.

Total light-duty truck sales of 370,944 were up 8.76 percent in the month from 341,072 a year earlier.

The burnout from Black Monday barely touched the month's total imported-car sales which edged up 1,006 units, or 0.37 percent, to 273,607 compared with 272,601 a year ago. Imports accounted for 34.30 percent of the October market this year.

U.S.-built car sales slumped 17.32 percent during the month. There were 523,872 cars sold this October compared with last October's 633,635.

Only Nissan, Honda and Toyota's U.S.-built cars managed to top last year's performance.

Domestic manufacturers generally appeared to be gathering strength as the month wore on.

After starting October with a 39 percent decline during the first 10-day period, they reduced that to a 7 percent decline in the second 10-day period and finally finished the month almost even with a year ago in the third 10-day period.

There was a sales payback anticipated from the conclusion of low interest financing and rebate incentives that ended Sept. 30.

But generally the month turned out to be better than some dealers and manufacturers had feared.

General Motors had a 32.27 percent share of the car market during October; Ford Motor Co., an 18.12 percent share; and Chrysler (including Eagle Division), a 9.70 percent share.

Honda carved out 3.52 percent of the car market; Nissan, 1.03 percent; and Volkswagen and Toyota, 0.52 percent each.

Mazda retailed 154 cars built at its Flat Rock, Mich., plant for 0.02 percent of the domestic market.

October 21-31 sales of U.S.-built cars were 0.04 percent or 41 units shy of last October's final period. There were 218,649 cars retailed during this period compared with 218,740 in like 1986.

The selling rate in October averaged 19,403 units per day this year compared with 23,468 a day in 1986. There were 27 selling days in the month for both years.

Only Honda among the eight U.S. carmakers reported a sales gain for the month, although final 10-day sales had fallen off 7.88 percent.

Honda sold 940 more U.S.-built Civics and Accords this year than last for a 3.47 percent increase.

Although Cadillac boasted a 2.31 percent increase for the month and a 28.33 percent rise for the final 10 days of October, GM's sales declined 21.72 percent for the month.

Ford's final 10-day sales surged 12.60 percent but could not catch up total month sales which fell 6.86 percent.

Nissan, Toyota and Honda all fared well with gains in sales of U.S.-built cars during the month.

Honda's sales were up 3.47 percent; Nissan's sales rose 23.63 percent; and Toyota, which just began selling U.S. cars here at this time last year, reaped a 398.07 percent gain in October sales.

Mazda reported its first sales from Flat Rock production. Volkswagen's sales, continuing their decline, were off 21.90 percent in October.

Sales of new imported cars man-

continued →

U.S. CAR SALES BY MARKETING UNITS

	Oct. 1987	Oct. 1986	10 Mos., 1987	10 Mos., 1986
Alfa Romeo	492	865	5,516	6,755
American Honda	71,523	68,563	597,185	544,091
BMW	7,403	8,275	74,804	79,252
Buick	41,163	73,281	473,438	673,701
Cadillac	24,938	24,375	222,468	258,528
Chevrolet	102,356	110,842	1,292,432	1,493,410
Chrysler	28,123	30,870	254,921	317,714
Dodge	30,889	45,529	342,281	447,611
Eagle	3,153	7,795	36,274	68,306
Ford	98,629	102,427	1,196,532	1,158,568
Hyundai	20,714	17,578	226,191	130,545
Isuzu	2,472	4,324	33,075	28,988
Jaguar	1,970	2,490	18,310	19,878
Lincoln	15,050	18,702	137,765	138,289
Maserati	75	97	769	1,127
Mazda	20,522	17,472	169,291	176,283
Mercedes	7,609	10,235	75,406	77,232
Mercury	35,235	35,061	408,230	429,308
Mitsubishi	5,193	3,686	56,086	39,694
Nissan	41,282	45,201	457,790	459,997
Oldsmobile	49,199	72,264	624,937	936,717
Peugeot	615	1,546	7,507	11,614
Plymouth	24,878	36,079	291,447	358,040
Pontiac	53,031	59,251	597,110	729,235
Porsche	1,480	2,114	20,794	24,756
Saab	3,902	3,949	39,037	40,717
Sterling	1,433	0	12,215	0
Subaru	17,728	14,884	147,097	152,167
Toyota	59,480	54,304	494,113	502,995
Volvo	6,438	8,915	96,036	103,254
VWoA	16,898	21,133	200,966	238,624
Yugo	3,606	4,129	42,768	27,637
TOTAL	797,479	906,236	8,654,793	9,675,033

Chevrolet includes Sprint and Spectrum. Honda combines imports and domestics and Acura. Dodge includes Colt, Conquest, Vista. Plymouth includes Colt, Conquest, Vista. VWoA combines imports and domestics and Audi. Nissan includes Sentras built in the U.S. Mercury includes Merkur XR4TI and Merkur Scorpio. Ford includes Festiva. Chrysler includes Conquest. Pontiac includes Lemans.

IMPORTED CAR SALES

	Oct. 1987	Oct. 1986	10 Mos., 1987	10 Mos., 1986
Acura	10,024	7,146	90,291	36,437
Alfa Romeo	492	865	5,516	6,755
Audi	1,944	5,800	37,183	52,411
BMW	7,403	8,275	74,804	79,252
Chevrolet	10,327	11,278	113,964	140,212
Chrysler	767	551	10,002	914
Dodge	4,135	5,035	50,478	58,378
Ford	3,400	0	19,814	0
Eagle	1,260	226	10,753	3,666
Honda	33,453	34,311	244,381	327,646
Hyundai	20,714	17,578	226,191	130,545
Isuzu	2,472	4,324	33,075	28,988
Jaguar	1,970	2,490	18,310	19,878
Maserati	75	97	769	1,127
Mazda	20,368	17,472	169,137	176,283
Mercedes-Benz	7,609	10,235	75,408	77,232
Mercury	1,015	1,048	12,820	12,967
Mitsubishi	5,193	3,686	58,086	39,694
Nissan	33,094	38,578	348,483	422,766
Peugeot	615	1,546	7,507	11,614
Plymouth	3,522	4,623	45,553	54,298
Pontiac	3,042	0	29,990	0
Porsche	1,480	2,114	20,794	24,756
Saab	3,902	3,949	39,037	40,717
Sterling	1,433	0	12,215	0
Subaru	17,728	14,884	147,097	152,167
Toyota	55,361	53,477	459,967	502,168
Volkswagen	10,765	9,969	109,750	122,766
Volvo	6,438	8,915	96,036	103,254
Yugo	3,606	4,129	42,768	27,637
TOTAL	273,607	272,601	2,610,179	2,654,528

Sales charts compiled by Karen Dobkowski

SALES

aged to edge up 0.37 percent over last October and, as noted, accounted for 34.30 percent of October's car sales here. Honda's upper scale Acura garnered a 40.27 percent gain over last October. Hyundai's sales were ahead by 17.84 percent.

October sales of higher end imported cars were more affected than other segments. Audi sales were down 66.48 percent and Peugeot sales plunged 60.22 percent in October. Porsche month sales fell 29.99 percent; Mercedes-Benz sales dropped 25.66 percent and Jaguar's sales were off 20.88 percent from last October.

U.S.-built car sales almost recovered in the final 10 days of October. Last October, carmakers were coming off explosive September and early-October sales which brought some of the highest sales numbers in auto history for any 10-day period.

For the final 10 days, Ford and Nissan shared sales kudos.

Ford's sales rose 12.60 percent; Nissan's were up 15.73 percent.

GM sales declined 5.78 percent; Chrysler's were off 4.17 percent; Honda's were down 7.88 percent; Volkswagen's fell 14.73 percent.

The light truck industry, meanwhile, managed another solid increase and another monthly record in its October sales.

The truck market is still benefitting strongly from the crossover of car buyers into trucks.

Light-duty truck sales of 370,944 in the month were up 8.76 percent from a year ago, while calendar year eight-month sales of 3,926,688 were up 1.41 percent from last year's record pace.

Domestic companies accounted for just about all the gains.

Their combined 305,059 sales in October were up 10.53 percent from a year earlier while the imports' 65,885 sales were up a scant 1.25 percent.

Domestic companies captured an 82.24 percent share of the market in October, up from an 80.92 percent in like 1986.

Import companies' market share dropped to 17.76 percent from 19.08 percent a year earlier.

It was a generally good month for everyone in the domestic truck industry, except Jeep.

Ford and Chrysler picked up market share as well as substantial sales gains in the month.

Ford's October sales of 113,641 were up 16.51 percent from a year earlier while Chrysler's sales of 56,474 were up 16.52 percent.

Chevrolet and GMC also had fairly similar, but more moderate, sales increases.

Chevrolet's sales of 93,898 were up 7.71 percent; GMC's 23,749 sales were up 7.03 percent.

Jeep sales of 17,297 were off 16.16 percent in the month.

Among the imports, Nissan, Isuzu, Mitsubishi and Suzuki had sales gains in the month; sales of Toyota, Mazda, and Subaru trucks were off. Range Rover, still new to the market, is continuing to build momentum.

LIGHT-DUTY TRUCK SALES

	Oct. 1987	Oct. 1986	10 Mos. 1987	10 Mos. 1986
Vans	15,825	14,140	156,434	148,978
Aerostar	11,979	11,738	136,589	122,499
Club Wagon	2,578	2,532	22,319	22,227
Ranger	20,066	15,745	260,862	232,698
Bronco	5,146	3,115	41,553	40,392
Bronco II	8,558	7,505	100,905	85,737
Pickups	49,489	42,765	453,209	471,750
Ford	**113,641**	**97,540**	**1,171,871**	**1,124,281**
Vans	12,144	11,185	95,185	118,678
Sportsvan	1,013	1,056	10,080	13,722
Astro	13,824	11,696	126,164	121,991
S-10	13,433	12,393	191,878	177,561
S-10 Blazer	9,273	9,481	131,932	138,524
El Camino	1,163	1,393	12,759	18,871
Blazer	3,476	2,840	25,479	36,432
Suburban	5,932	3,891	47,805	52,162
Pickups	33,640	33,243	347,545	384,477
Chevrolet	**93,898**	**87,178**	**988,827**	**1,062,418**
Vans	3,850	5,282	56,297	63,111
Ram Wagon	2,061	2,722	25,656	34,818
Voyager	13,179	7,712	115,409	89,780
Caravan	15,008	8,625	123,951	95,152
Mini Ram Van	1,057	1,086	11,318	12,462
Ram 50	4,648	6,812	58,177	62,134
Raider	1,670	1,239	16,930	2,305
Ramcharger	1,722	1,492	19,915	19,863
Dakota	5,663	5,358	86,016	9,891
Pickups	7,816	8,138	80,681	89,091
Chrysler	**56,474**	**48,466**	**594,350**	**478,807**
Vans	3,499	3,251	31,902	33,577
Safari	3,008	2,246	26,871	25,443
S-15	2,617	2,586	41,796	40,610
S-15 Jimmy	2,654	2,576	31,440	33,764
Jimmy	815	752	8,881	7,787
Caballero	112	168	1,552	2,266
Suburban	1,707	1,567	15,572	16,527
Pickups	8,615	8,498	94,759	97,461
P Model	510	420	4,563	3,703
W-4	112	125	1,254	1,037
GMC	**23,749**	**22,189**	**258,590**	**262,177**
Wrangler/CJ	2,631	2,765	24,469	28,678
Wagoneer	947	1,743	10,306	9,956
Cherokee	9,859	10,239	88,350	87,204
Grand Wagoneer	1,343	2,089	11,097	13,062
Comanche	2,614	3,782	31,882	27,670
J-10/J-20	103	47	1,217	1,322
Jeep	**17,297**	**20,635**	**187,321**	**188,892**
Toyota	22,211	28,455	290,234	318,981
Nissan	17,984	11,644	185,113	187,508
Mazda	7,591	12,883	108,292	131,301
Isuzu	7,055	6,364	76,581	71,714
Mitsubishi	4,751	2,794	43,205	28,660
Suzuki	5,916	4,477	71,175	36,723
Subaru	48	472	1,251	3,467
Range Rover	329	0	1,878	0
Imports	**65,885**	**65,089**	**747,729**	**778,492**
Industry Total	**370,944**	**341,072**	**3,926,688**	**3,872,987**

Compiled by Kasey Dabkowski

DISCOUNT

FROM PAGE 1

dealer's account. However, floorplanning costs for each car are the responsibility of the dealer, said the GM spokesman. He confirmed that floorplanning costs could affect dealer profits, but he added that it is up to the dealer to sell the vehicle to the individual.

Still, many plant city dealers were upset with the news.

"They have taken the retail automobile dealer and made him a wholesaler; this is a substantial reduction in profit potential for me," said a dealer near a large GM plant in Michigan. Sales to GM employees make up 70 to 80 percent of his business.

Though the 10-week program is not mandatory, many plant-city dealers said that they want to keep GM employees happy since they represent a large share of their business. They also fear that if they do not offer the program, employees will shop elsewhere.

Between Oct. 23 and Dec. 31, GM employees and retirees can purchase vehicles from dealer stock under the same plan as a car ordered from the factory.

Previously, the price of a vehicle purchased from dealer stock was negotiated between the dealer and the employee or retiree. The employee or retiree then received 5 percent of the sticker price on the vehicle (less freight costs) from GM, which he could use as a down payment.

Under the 10-week program, however, the employee can purchase a car from dealer stock at a price below the dealer net price. That price is set by GM. Typically, employee discount participants receive a discount of 18 percent from the manufacturer's suggested retail price; more expensive models — such as a Chevrolet Corvette — carry a 20 percent discount.

The dealer then receives 5 percent of the manufacturer's suggested retail price on stock vehicles under the 10-week program. The same figure applies to cars ordered from the factory during and after the 10-week program.

The difference between the regular program and the 10-week program is that normally the dealer is able to negotiate a price that includes all of his costs on the vehicle in stock. Those costs are not incurred when a vehicle is ordered from the factory. Under the 10-week program, the price is set by GM.

"In reality, GM is paying 3½ percent in gross profit (on each vehicle ordered from stock in an employee purchase plan). Can you expect to survive on that? Probably not," said Bill Hesser, owner of Hesser Olds, Janesville, Wis. Forty percent of his new-car sales are to GM employees. GM operates an assembly plant in Janesville.

The 10-week program applies to all 1987 and 1988 vehicles except the 1987 Chevrolet Corsica and Beretta, purchased new and delivered within the program period. Dealers cannot trade cars with other dealers to fill those orders.

Several dealers near large GM plants or facilities have written to the National Automobile Dealers Association to protest the 10-week policy.

Ron Tonkin, the Portland, Ore., megadealer who was recently elected first vice president of NADA, said last week he had received a letter signed by several plant-city dealers and will take the letter to the NADA executive committee on Wednesday.

"To say these dealers are upset is mild," Tonkin said. He declined to disclose the details of the letter.

GM also announced to dealers permanent changes in its employee purchase program, most of which were a result of its new contract with the UAW.

Effective Nov. 3, GM expanded its employee purchase program to the immediate family members of a GM employee or retiree. Immediate family members include the employee's/retiree's spouse, children, parents, siblings and spouse's parents.

A GM spokesman said last week that the company employs 366,000 hourly employees and 123,000 salaried employees in the United States.

Since dealers accept lower profit margins on employee-discount vehicles, the expansion of the program to include family members could also erode profits of dealers near GM facilities because it gives discounts to people who normally would not receive them.

But a GM spokesman argued that the expansion of the program could give GM dealers more sales opportunities.

The number of vehicles one family can purchase under the employee purchase program in one model year has been increased from two to four.

The GM employee, retiree or an eligible family member must hold the title in his or her name for six months or until the end of the model year, whichever is longer, before selling it to another person.

GM said it will audit the program to ensure that employees and their families are abiding by program rules; if they violate the rules, the individual could be ineligible for a GM discount for up to two model years.

Ford Motor Co. allows only the employee or retiree, their spouse, their children, their parents and their spouse's parents to purchase vehicles under the employee purchase program. A family unit can purchase two vehicles each model year under the Ford program.

Ford employees, retirees and eligible family members may purchase the vehicle at dealer cost either by factory order or from dealer stock. Under the new Ford UAW contract, hourly employees may have monthly payments for their discount vehicles deducted from their paychecks. Previously, that choice was offered only to salaried employees.

GM already had a payroll deduction program in effect for salaried and hourly employees.

Chrysler Motors includes employees, retirees and surviving spouses and employees' children, parents and spouse's parents in its employee purchase plan. The Chrysler employee, retiree or surviving spouse can purchase two vehicles per model year; the other members of the family are allowed to purchase a total of one car.

No used or demonstrator vehicles can be purchased under the Chrysler employee purchase program. Chrysler does not have a official program for suppliers. Such allowances are granted on an individual basis.

The employee's purchase price is equal to the factory invoice price less the 3 percent holdback allowance. Chrysler then pays the dealer an undisclosed fee for handling the sale. On imported Chrysler vehicles, the buyer pays the invoice price.

The expansion of the GM program, according to dealers, is more realistic than the former setup since many employees sold vehicles to members of their families at the employee discount price after six months or the end of a model year.

GM employees, retirees and surviving spouses may purchase only two used company vehicles per year. That rule has not changed.

GM has also instituted a purchase program for key employees of more than 30,000 GM supplier companies. GM put no figure on the number of supplier employees eligible for discounts on GM vehicles. In the past, discounts were given to selected supplier employees on an individual basis. The new program is GM's first official purchase program for employees of its suppliers.

A GM spokesman said principal officers of supplier companies and employees who contact GM on a regular basis on behalf of the supplier have been informed of their eligibility.

The supplier employee can order the vehicle or purchase it from dealer stock. The price the supplier employee will pay the dealer equals the dealer net price plus 4 percent of the net price. GM will give the dealer 2 percent of the invoice price. The supplier discount program was not a part of the new UAW contract.

Supplier employees are not eligible for the 10-week program on dealer stock vehicles. Members of supplier employee's family are not eligible for the GM discount program. A supplier employee must keep the vehicle in his or her name for six months or until the end of the model year, whichever is longer, before selling it.

GM has eliminated the rule that required employees to buy a vehicle under the employee discount program at a dealership within a 20-mile radius of their homes.

Dealers in plant cities contacted by Automotive News said the permanent expansions to the programs could help sales; however, some wondered if the increased volume would offset the reduction in per-unit profit.

Mitsubishi net income rises 4% in first half

TOKYO — Mitsubishi Motors Corp. reported a 4.2 percent increase in unconsolidated net income for the first half of its fiscal year ended Sept. 30.

The company also listed a 96 percent increase in ordinary profit from 5.4 billion yen in 1986 to 10.6 billion yen ($75 million) in 1987.

That was offset, however, by a decline of 32 percent in operating profits from 20.4 billion yen to 13.9 billion yen ($98 million).

Analysts point to the need for Mitsubishi to post a large ordinary profit prior to its application next year for listing on the Tokyo Stock Exchange.

Much of the profit listed currently is presumed to come from aggressive selling of securities.

Mitsubishi also reported increases in sales in both the domestic and export markets. The company's forecast for 1987 is now 1.4 million units, an increase of 120,000 over 1986.

Kazuo Sekino, director of accounting and finance, attributed much of the export increases to good sales of pickup trucks in the United States and to an increase in sales of Mirage models in Europe.

PRODUCTION

U.S. CAR	Week Ended Nov. 7, 1987	Week Ended Nov. 8, 1986	Week Ended Nov. 1, 1987	Oct. Total	Jan. 1 to Nov. 7, 1987	Jan. 1 to Nov. 8, 1986
AMERICAN MOTORS	0	0	0	0	15,994	43,842
Renault Total	0	0	0	0	15,994	43,842
Alliance	0	0	0	0	15,994	40,495
Encore	0	0	0	0	0	3,347
CHRYSLER MOTORS	21,650	28,806	26,126	112,733	935,719	1,129,411
Plymouth Total	6,250	10,180	7,024	31,134	273,650	357,698
Horizon	750	3,714	790	3,757	38,891	147,539
Sundance	1,250	1,824	1,670	7,412	77,887	23,105
Reliant	3,550	2,832	3,835	16,376	112,226	131,734
Caravelle	500	1,192	552	2,484	38,585	38,320
Gran Fury	100	618	177	1,105	6,061	17,000
Chrysler Total	6,250	7,145	8,650	26,749	316,254	334,590
Laser	0	0	0	0	0	26,978
LeBaron K	900	1,204	940	4,086	57,357	74,638
LeBaron J	2,750	0	2,857	12,488	102,266	0
LeBaron GTS	350	870	778	3,542	33,962	55,891
N. Yorker E-Class	0	1,659	0	0	57,102	62,644
N. Yorker C-Class	1,650	0	1,740	4,765	9,154	0
Fifth Avenue	600	3,412	2,335	11,868	56,413	114,439
Dodge Total	9,150	11,481	10,452	44,850	345,815	437,123
Daytona	1,900	0	1,904	8,303	55,914	30,343
Omni	700	3,595	692	3,302	33,681	140,544
Shadow	1,650	2,001	1,830	8,060	81,374	21,978
Aries	3,600	3,466	3,604	15,744	104,015	109,069
Dodge 600	650	1,155	704	3,020	35,252	57,159
Dynasty	300	0	330	1,040	1,902	0
Lancer	200	655	562	2,272	21,147	42,562
Diplomat	150	609	826	3,109	12,530	35,468
FORD MOTOR	41,374	37,728	41,479	169,624	1,566,311	1,499,244
Ford Division	30,414	27,808	31,065	126,886	1,124,115	1,035,293
Escort	9,451	9,239	9,297	40,653	332,712	326,531
Mustang	4,449	3,090	4,493	19,779	184,079	152,914
Tempo	4,346	4,195	3,673	13,765	118,977	168,620
Taurus	9,033	8,136	10,411	35,904	352,449	273,543
Thunderbird	3,135	3,148	3,191	16,785	135,898	113,685
L-M Division	10,960	9,920	10,414	42,738	442,196	463,951
Mercury Total	7,476	5,284	6,585	25,246	286,099	309,049
Lynx	0	1,377	0	0	21,352	52,256
Capri	0	0	0	0	0	12,344
Topaz	1,794	1,225	951	3,835	38,906	50,169
Cougar	3,122	229	3,195	13,209	120,523	107,077
Sable	2,560	2,453	2,439	8,202	105,083	87,203
Lincoln Total	3,484	4,636	3,829	17,492	156,097	154,902
Continental	262	459	187	400	10,145	16,823
Lincoln	2,660	3,477	2,926	14,084	121,548	116,180
Mark VII	562	700	716	3,008	24,404	21,899
GENERAL MOTORS	82,027	95,538	78,980	328,632	2,994,059	3,582,699
Buick Total	13,360	20,974	12,172	51,126	487,383	668,152
Skyhawk	1,085	1,952	850	4,471	29,667	72,989
Century	3,290	5,662	3,741	11,932	137,429	194,907
Regal (rwd)	700	1,778	730	3,040	37,359	52,310
Somerset/Skylark	1,685	2,618	1,954	8,103	58,972	95,590
LeSabre (fwd)	2,400	5,198	2,311	12,312	126,487	136,446
LeSabre (rwd)	365	329	262	1,223	8,142	13,191
Electra (fwd)	3,445	2,607	1,962	8,515	79,950	80,260
Riviera	390	830	362	1,530	11,377	22,459
Cadillac Total	6,611	7,672	6,636	28,853	230,974	274,929
Cimarron	70	724	242	1,092	9,915	20,780
Allante	50	0	50	209	3,970	0
Brougham (rwd)	1,800	1,186	1,807	7,955	63,853	68,125
DeVille (fwd)	3,370	4,227	3,429	14,869	120,293	144,961
Eldorado	636	921	609	2,560	15,708	21,533
Seville	685	614	499	2,168	17,235	19,430
Chevrolet Total	34,631	31,061	32,921	133,810	1,176,756	1,131,513
Chevette	0	2,771	0	0	0	89,424
Camaro	2,640	3,306	2,589	10,455	105,362	153,867
Cavalier	8,798	8,940	7,875	31,786	267,700	344,560
Celebrity	6,473	6,371	6,168	23,578	258,260	222,192
Corsica/Beretta	8,754	1,162	8,622	37,649	294,074	5,535
Monte Carlo	1,865	2,527	1,758	7,555	63,748	97,836
Caprice	5,470	5,333	5,269	19,936	163,325	193,301
Corvette	640	651	640	2,851	24,267	24,798
Oldsmobile Total	13,013	16,326	12,859	53,355	529,023	524,200
Firenza	475	781	537	1,958	12,170	34,195
Calais	3,115	2,514	2,745	11,911	100,682	102,776
Cutlass Ciera	1,170	4,422	915	2,721	105,127	207,385
Cutlass Supreme	1,454	1,702	1,621	6,944	66,048	98,809
88 (fwd)	3,797	2,918	3,779	16,627	154,957	249,040
88 (rwd)	450	424	448	1,320	12,428	16,761
Olds 98	2,123	2,977	2,395	10,092	60,489	99,098
Toronado	429	586	419	1,782	13,524	16,136
Pontiac Total	14,412	19,505	14,392	61,488	569,923	684,005
Acadian*	0	112	0	0	0	14,117
Fiero	1,200	1,771	1,099	4,295	27,889	59,844
1000	0	550	0	0	0	17,218
Firebird	1,560	2,070	1,349	6,177	68,083	33,394
2000 Sunbird	2,340	2,337	2,428	8,150	75,035	117,118
Grand Am	6,000	6,214	5,063	23,611	215,255	198,746
6000	1,232	2,684	1,337	5,558	63,466	115,730
Bonneville	1,925	3,368	3,012	13,082	111,926	19,869
Safari/Parisienne	155	379	104	615	8,269	47,971
HONDA	6,950	7,245	6,643	30,779	278,913	192,065
Civic	1,517	1,712	1,536	4,640	77,163	10,924
Accord	5,433	5,533	5,107	26,139	201,750	181,141
MAZDA	276	0	250	807	1,576	0
NISSAN	1,310	3,030	1,320	5,981	105,282	44,997
NUMMI	3,500	5,024	3,597	15,882	166,514	188,383
Corolla	1,000	1,352	1,057	4,337	36,970	3,616
Nova	2,500	3,672	2,540	11,545	129,544	184,767
VOLKSWAGEN	2,000	2,027	1,859	7,243	54,313	72,499
Golf/GTI**	1,300	2,027	1,159	4,807	41,170	72,499
Jetta**	700	0	700	2,636	13,143	0
Total Cars, U.S.	159,087	179,398	160,254	671,661	6,116,691	6,733,140
Total Cars, Canada	23,914	27,559	20,957	77,851	661,830	900,944
U.S., Canada Cars	183,001	205,957	181,211	749,532	6,780,511	7,634,084
U.S., Canada Trks.	94,735	83,882	98,774	445,798	3,982,442	3,748,187
U.S., Canada Cars and Trucks	277,736	289,839	277,985	1,195,330	10,762,953	11,382,271

*—All Alliances are built for sale in Canada. **—Estimated.
Monday estimates may contain some of last or two weeks due to rounding.

October worst for cars since '82

By Kathy Barbaglia
AUTOMOTIVE NEWS STAFF REPORTER

Domestic auto production for October of 671,681 was the lowest for that month since October 1982 when 415,197 cars were built.

Last month's output was 17.39 percent more than the September total of 572,184 but 8.15 percent below the year-ago month's 731,245.

Automakers assembled their six-millionth car of the year last Tuesday, one month behind 1986.

So far this year, 6,118,681 units have been built, 9.13 percent below the 6,733,140 completed last year at this point.

Last week's targeted build of 159,087 cars dipped slightly (0.73 percent) from the previous week's 160,254 and fell 11.32 percent from the year-ago week's 179,398.

Companies split last week's scheduled output as follows: General Motors, 51.56 percent; Ford Motor Co., 26.01 percent; Chrysler Motors, 13.61 percent; Honda of America Manufacturing, 4.37 percent; New United Motor Manufacturing Inc., 2.20 percent; Volkswagen of America, 1.26 percent; Nissan Motor Manufacturing Co. U.S.A., 0.82 percent; and Mazda Motor Manufacturing (U.S.A.) Corp., 0.17 percent.

GM announced it will suspend production of its Chevrolet Celebrity and Oldsmobile Cutlass Ciera models built at its Framingham, Mass., plant on Nov. 30, due to sluggish sales. About 3,700 hourly employees will be placed on indefinite layoff until the plant resumes output; however, GM gave no indication as to when the plant will reopen.

Ford slated overtime last Saturday at its Kansas City, Mo., plant.

All Ford plants except Edison, N.J., are scheduled for daily overtime this week.

Chrysler's St. Louis (No. 2) plant is slated for daily overtime this week.

Canadian trucks climb to October record

Canadian truck production of 76,390 in October was the highest ever for that month.

Last month's output surpassed the previous October record of 67,285 built in 1985.

October's truck production was 18.35 percent more than September's 64,545 and 42.79 percent above the year-ago month's 53,497.

Last week's scheduled truck build of 17,971 dipped 2.46 percent from the prior week's 18,424 but was 75.88 percent above the year-ago week's 10,218.

So far this year, 698,448 trucks have been assembled, 1.87 percent more than the 685,622 completed last year at this point.

October car production of 77,851 was the lowest for that month since October 1982 when 54,212 cars were built.

Last month's output was 19.19 percent more than the preceding month's 65,316 but was 28.84 percent below the year-ago month's 109,402.

Scheduled production of 23,914 cars last week was 14.11 percent more than the previous week's 20,957 but 13.23 percent below the year-ago week's 27,559.

Year-to-date, 661,830 cars have been built, 26.54 percent below the 900,944 assembled last year at this time.

Production was halted last Wednesday at Chrysler Motors' Bramalea, Ontario, plant, which assembles the Eagle Premier. The shutdown reflects quality problems, and Chrysler did not indicate when the plant will reopen.

General Motors will cut one of two shifts at its Oshawa, Ontario, plant on Nov. 30 due to slow sales of the Oldsmobile Cutlass Ciera and Pontiac 6000. No workers will be laid off as GM will rotate them on the remaining shift in two-week intervals.

Best month ever for U.S. trucks

Domestic truck production in October was the highest for any month ever.

Output of 369,408 trucks passed the previous record of 364,473, built in October 1978.

Last month's build was 12.40 percent more than the September total of 328,658 and 15.71 percent more than the year-ago month's 319,243.

Last week's targeted production of 76,764 was 2.02 percent below the previous week's 78,350 but 4.21 percent more than the year-ago week's 73,664.

General Motors slated overtime last Saturday at its Baltimore and Detroit plants.

Ford scheduled Saturday overtime at its Wayne, Mich., and Lorain, Ohio, plants.

Daily overtime is slated this week for all Ford truck plants.

CANADIAN CAR	Week Ended Nov. 7, 1987	Week Ended Nov. 8, 1986	Week Ended Nov. 1, 1987	Oct. Total	Jan. 1 to Nov. 7, 1987	Jan. 1 to Nov. 8, 1986
CHRYSLER	840	116	1,237	1,960	6,938	3,711
FORD MOTOR	10,413	13,618	8,430	30,395	364,966	448,523
GENERAL MOTORS	12,161	13,600	10,853	43,420	289,279	440,145
HONDA	500	0	437	1,737	12,658	0
VOLVO	0	225	0	339	7,569	8,565
Total Cars, Canada	23,914	27,559	20,957	77,851	661,830	900,944

U.S. TRUCK☆	Week Ended Nov. 7, 1987	Week Ended Nov. 8, 1986	Week Ended Nov. 1, 1987	Oct. Total	Jan. 1 to Nov. 7, 1987	Jan. 1 to Nov. 8, 1986
CHEVROLET	16,964	24,574	17,295	96,297	972,306	1,023,169
DODGE/PLYMOUTH	8,550	6,022	9,203	40,361	261,351	115,514
FORD	30,822	24,527	32,692	147,995	1,270,185	1,189,310
GMC	7,743	8,601	6,912	33,921	328,500	312,390
NAVISTAR	1,845	1,575	1,636	7,291	63,918	62,092
JEEP	4,600	4,352	4,670	20,319	192,359	92,820
NISSAN	3,400	1,663	3,212	11,422	79,615	58,104
AM GENERAL*	450	50	450	1,980	14,400	2,174
MISCELLANEOUS*	2,300	2,300	2,300	10,120	101,360	98,992
Total Trucks, U.S.	76,764	73,664	78,350	369,408	3,283,994	3,062,565

CANADIAN TRUCK	Week Ended Nov. 7, 1987	Week Ended Nov. 8, 1986	Week Ended Nov. 1, 1987	Oct. Total	Jan. 1 to Nov. 7, 1987	Jan. 1 to Nov. 8, 1986
JEEP	750	500	731	3,328	30,433	24,410
CHRYSLER	6,498	7,594	8,123	33,750	333,066	342,820
FORD	3,648	1,054	3,597	14,147	128,044	128,593
GENERAL MOTORS	6,850	870	5,761	24,716	198,561	181,793
NAVISTAR	225	200	232	947	8,344	8,078
Total Trks., Canada	17,971	10,218	18,424	76,390	698,448	685,622
U.S., Canada Trks.	94,735	83,882	98,774	445,798	3,982,442	3,748,187

*—Includes window van production. **—Estimated.
Daily estimates may contain some of last or two weeks due to rounding.
Sales information includes estimates for Kia, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain some of last or two weeks due to rounding.

Fleetwood plant up for sale by GM

By Kathy Barbaglia
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — General Motors will spend $13 million to maintain its Fleetwood body assembly plant in the hope that it can be sold by summer.

Fleetwood and its companion Clark Avenue plant here, which build rear-wheel-drive Cadillacs, are now scheduled to close Dec. 18, five days ahead of the original schedule.

Larry Tibbitts, plant manager of Fleetwood and Clark, said GM's Argonaut Realty is looking for a buyer for the Fleetwood plant. If the plant is not sold by summer, GM will tear it down, he said.

GM will spend an additional $27 million to actually shut down the Fleetwood, Clark and Conner plants, he added. Conner provides the two assembly plants with stampings.

A proposal has been made to move Cadillac engineering to the Clark plant; however, it has not been approved, plant managers said. There are no plans to move Cadillac's headquarters from the Clark plant, they said. Old portions of the Clark Avenue facility are being demolished.

The Fleetwood and Clark plants currently employ about 1,500 workers each and operate on a single shift. The shutdown had long been expected.

Production of the Fleetwood Brougham will be transferred to GM's Arlington, Texas, plant. Pilot production has begun, and actual production is slated to begin in February or March 1988.